

Message Text

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PAGE 01 STATE 112392

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P 292122Z MAY 74

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS PRIORITY

UNCLAS STATE 112392

EO11652 NA

TAGS: BDIS, GR

SUBJ: REFRACTORIES DIVISIO, H.K. PORTER CO. INC. OF

PITTSBURGH VS. FIMISCO (FINANCIAL MINING-INDUSTRIAL

AND SHIPPING CORP.) OF ATHENS (18-20 SIKELIAS ST.)

1. FOLLOWING COMPLAINT OF INTEREST FO DOC UNDER SECRETARY TABOR:

(A) COMPLAINANT PORTER STATES THAT FINISCO FAILS MEET
OBLIGATIONS OF MARCH 14, 1974 CANCELLATION AGREEMENT COVERING
SHIPMENT 6000 TONS DEAD-BURNT MAGNESITE AT AGREED PRICE.

(B) FIMISCO CLAIMS GOG REQUIRES PRICE INCREASE TO LEVEL CLOSER
TO SAME EXPORT PRICE IN EUROPEAN MARKET. THEREFORE FINISCO
INCREASED PRICE 40 PERCENT AT PITTSBURGH MEETING WITH COMPLAINANT
MAY 15. FINISCO'S LATEST OFFER IS PRICE LESS THAN 40 PERCENT
INCREASE AND REDUCES SHIPMENT TO 4,300 TONS.

(C) COMPLAINANT HAS PROVIDED DOC WITH FIMISCO'S MAY 3
PROVISIONAL INVOICE NO. 9954 FOR 1,925 TONS MAGNESITE TO PORTER
AND MAY 7 REPLY TO THIS FROM ATHENS COMMITTEE FOR INSPECTION
OF EXPORT INVOICES, ATHENS CHAMBER OF COMMERCE AND INDUSTRY,
AMERIKIS ST. 8 (ACIE). DOC IS AIRPOUCHING COPIES. THIS ACIE
LETTER IS GOG REQUIREMENT OF PARA B ABOVE.

2. ACIE LETTER ALSO REFERS TO ANOTHER INVOICE OF MAY 3

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FROM FIMISCO FOR 1,600 TONS MAGNESITE FOR NORTH AMERICAN

REFRATORIES OF CLEVELAND(NAR), ANOTHER CUSTOMER OF FIMISCO.

3. ON MAY 20 KEVIN SALISBURY OF NAR ADVISED STATE DESK OFFICER THAT HE GOING TO ATHENS TO DISCUSS NAR'S PROBLEMS WITH FIMISCO WHICH EVIDENTLY SIMILAR TO PORTER'S. SALISBURY WAS TOLD TO CONTACT MR. DUNN AT EMBASSY.

4. HAS EMBASSY ANY INFORMATION ON SUBJECT'S COMPLAINT (PARA A) AND ON NAR'S CURRENT NEGOTIATIONS WITH FIMISCO WHICH COULD BE HELPFUL TO PORTER AT THIS TIME. PORTER URGENTLY NEEDS MAGNESITE AND COULD SEND REPRESENTATIVE ATHENS IF NECESSARY.
BROWN

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Disposition Approved on Date:
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Disposition Event:
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